

STATE OF SOUTH CAROLINA
BEFORE THE PUBLIC SERVICE COMMISSION

Docket No. 2019-342-T

Application of MLCB, Inc. for)	
A Class E (Household Goods))	TESTIMONY OF MICHAEL
Certificate of Public Convenience)	McKINNEY ON BEHALF
and Necessity for Operation of a)	OF APPLICANT
Motor Vehicle Carrier)	
)	
)	

1 **Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.**

2 **A.** Michael McKinney. My business address is 3105 Spring Grove Drive Unit D-5 Augusta,
3 Georgia 30906.

4 **Q. WHAT IS YOUR OCCUPATION?**

5 **A.** I am the owner and President of MLCB, Inc. which is located in North Augusta, South
6 Carolina.

7 **Q. WHAT TYPE OF WORK DOES MLCB, Inc. PERFORM OR DESIRE TO**
8 **PERFORM?**

9 **A.** MLCB, Inc. is a franchise of and intends to do business as College Hunks Hauling Junk &
10 Moving. MLCB currently provides services that include junk removal, labor, packing
11 services, and pickup of items to be donated. MLCB also desires to perform household
12 moving services, subject to the Commission's approval of its pending Application.

13 **Q. PLEASE DESCRIBE YOUR BACKGROUND AND EXPERIENCE.**

14 **A.** I am a civil engineer and have over 40 years of experience in commercial and industrial
15 construction as a project manager and program director. Some of my local projects include
16 the Greenville School Board Capital Program, expansion of the BMW Manufacturing Plant
17 in Greer, South Carolina and expansion of the Michelin Earthmover Tire Plant in
18 Lexington, SC.

19 **Q. PLEASE DESCRIBE YOUR EXPERIENCE IN THE MOVING INDUSTRY.**

20 **A.** While I am just beginning in the moving industry I have managed and directed numerous
21 projects and programs that involved the move-out/move-in of people, equipment and
22 furniture. During the Greenville School Board Capital Program, 70 schools had to be
23 moved out of and then back into once work was complete. During the conversion of the

Human Genomes Research and Development Laboratory to the GSK Vaccine Research and Development Laboratory, 650,000 square feet of laboratory and administrative space was moved out of, converted then moved back into.

Q. ON WHOSE BEHALF ARE YOU TESTIFYING IN THIS PROCEEDING?

A. I am testifying on behalf of the applicant, MLCB, Inc.

Q. HAVE YOU FILED TESTIMONY WITH THIS COMMISSION PREVIOUSLY?

A. No. This is my first appearance before the South Carolina Public Service Commission.

Q. HAVE YOU FILED TESTIMONY WITH OTHER PUBLIC COMMISSIONS?

A. Yes, The Georgia Department of Public Safety, MCCD Regulations Compliance Section in pursuit of a Class “B” Household Goods Certificate.

Q. DO YOU CURRENTLY HOLD A CLASS “B” HOUSEHOLD GOODS CERTIFICATE IN GEORGIA?

A. No, but my Operations Manager is in Georgia tariff training and we expect a temporary certificate in the coming weeks.

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY IN THIS PROCEEDING?

A. To support MLCB, Inc’s Application for a Class E Certificate of Public Convenience and Necessity.

Q. CAN YOU PROVIDE THE COMMISSION WITH A BRIEF SUMMARY OF YOUR BUSINESS PLAN?

A. Upon issuance of our Class E Certificate of Public Convenience and Necessity we will begin marketing throughout our service area. Our customer base will primarily be a mix of residential homeowners, apartment dwellers, property managers and warehouse managers. Our marketing plan uses our trucks as well as billboard advertising. We will

1 also canvas subdivisions with door hangers as permitted. We will utilize Google,
2 Facebook, Home Advisor, and our website to make our increase awareness of our presence
3 and services online. We expect that by the second quarter of this year, we will need to
4 expand our capabilities by adding more employees and moving vans. At some point in the
5 future we would also like to expand our services area to include all counties in South
6 Carolina. When we receive our household goods certification in Georgia, we will be able
7 to service all counties within the state of Georgia. We currently carry a \$200,000.00 line
8 of credit with Bancorp that will facilitate the purchase of additional trucks as needed.

9 **Q. DOES MLCB, INC. HAVE A SATISFACTORY SAFETY RATING?**

10 **A.** Yes. MLCB Hauling and Moving, LLC has a satisfactory safety rating from the South
11 Carolina Department of Public Safety. The S.C.D.P.S. recently performed an inspection
12 of our location and equipment.

13 **Q. ARE THERE ANY OUTSTANDING JUDGMENTS PENDING AGAINST MLCB,**
14 **INC.?**

15 **A.** No. MLCB is not subject to any outstanding judgments.

16 **Q. ARE YOU FAMILIAR WITH ALL STATUTES AND REGULATIONS IN SOUTH**
17 **CAROLINA THAT PERTAIN TO CLASS E MOVERS OF HOUSEHOLD**
18 **GOODS?**

19 **A.** Yes, I am.

20 **Q. AND ARE YOU ALSO FAMILIAR WITH SAFETY OPERATIONS IN SOUTH**
21 **CAROLINA THAT APPLY TO CLASS E MOVERS OF HOUSEHOLD GOODS?**

22 **A.** Yes, I am also familiar with applicable safety operations.

1 **Q. HAS MLCB, INC. PURCHASED OR LEASED EQUIPMENT TO PROVIDE**
2 **CLASS E HOUSEHOLD GOODS SERVICES IN SOUTH CAROLINA?**

3 **A.** Yes. As shown in the Class E application, MLCB Hauling and Moving, LLC has
4 purchased a 2019 model Izuzu truck for purposes of providing household goods moving
5 services.

6 **Q. DID MLCB, INC. PURCHASE THAT TRUCK MORE THAN THIRTY DAYS**
7 **AGO?**

8 **A.** Yes, the truck was purchased before the Class E application was filed with this Commission
9 on October 29, 2019, which is more than thirty days ago.

10 **Q. HAS THE DEPARTMENT OF PUBLIC SAFETY CONDUCTED AN**
11 **INSPECTION OF THE TRUCK?**

12 **A.** Yes. An inspector with the South Carolina Department of Public Safety visited us on
13 January 2, 2020 to inspect our location and equipment.

14 **Q. HAVE YOU DEVELOPED A PREVENTATIVE MAINTENANCE PLAN OR**
15 **PROGRAM FOR YOUR VEHICLE?**

16 **A.** Yes, we have developed daily inspection checklists to ensure the vehicle has all of the
17 required safety equipment on board and is in working condition. We also comply with
18 DOT annual inspections. Our vehicles are equipped with Samsara GPS tracking and
19 monitoring, which allows us to monitor the status of all of the systems on board, to see
20 what the driver is seeing, as well as being able to see the driver.

21 **Q. ARE YOU AWARE OF THE COMMISSION'S INSURANCE REQUIREMENTS**
22 **FOR CLASS E MOVERS OF HOUSEHOLD GOODS?**

1 **A.** Yes. I am familiar with those requirements. MLCB has also obtained general liability,
2 auto and cargo insurance coverage in the amounts shown in the Class E application. I
3 believe the amounts and coverage satisfy the minimum insurance limits prescribed by this
4 Commission.

5 **Q. IS MLCB, INC. CURRENTLY DOING BUSINESS IN SOUTH CAROLINA THAT**
6 **DOES NOT REQUIRE CERTIFICATION FROM THIS COMMISSION?**

7 **A.** Yes, we also offer junk removal, light demolition, general labor and move labor. We have
8 been performing these services since September 9, 2019.

9 **Q. TO YOUR KNOWLEDGE, HAVE THEIR BEEN ANY COMPLAINTS FILED**
10 **AGAINST YOUR COMPANY WITH THE BETTER BUSINESS BUREAU,**
11 **CHAMBER OF COMMERCE OR ANY STATE OR MUNICIPAL AGENCIES?**

12 **A.** No, not that I am aware of.

13 **Q. IS MLCB, INC. WILLING TO PROVIDE THE CLASS E AUTHORITY SOUGHT**
14 **IN ITS APPLICATION?**

15 **A.** Yes. MLCB, Inc. is willing and eager to begin providing household goods moving and
16 related services in South Carolina as indicated by its Application for same. We look
17 forward to starting work as soon as the Class E Certificate of Public Convenience and
18 Necessity is issued.

19 **Q. DID YOU PUBLISH OR CAUSE TO BE PUBLISHED A COPY OF THE NOTICE**
20 **OF YOUR APPLICATION IN THIS DOCKET?**

21 **A.** I did, with assistance from my attorney. The notice was published in the Aiken Standard,
22 which is a local newspaper in my proposed service territory, on November 8, 2019. The
23 notice was also published in The State newspaper, which has statewide circulation in South

1 Carolina, on November 7, 2019. I believe proof of publications were filed in this docket
2 from both newspapers.

3 **Q. WHAT IS MLCB, INC's REQUESTED SCOPE OF AUTHORITY?**

4 **A.** As indicated in the application, MLCB is requesting permission to operate in a three county
5 territory that includes Aiken, Edgefield and McCormick counties in South Carolina.

6 **Q: DO YOU UNDERSTAND THAT IF APPROVED, YOU MAY ONLY ORIGINATE**
7 **MOVES IN THE THREE COUNTIES WHERE YOU HAVE REQUESTED**
8 **AUTHORITY?**

9 **A.** Yes, I understand. If approved, MLCB will only be able to perform moves of household
10 goods that originate in Aiken, Edgefield and McCormick counties in South Carolina.

11 **Q. AND DO YOU ALSO UNDERSTAND THAT IF WISH TO CHANGE OR EXPAND**
12 **YOUR SERVICE AREA, THAT YOU WILL NEED TO SEEK AND OBTAIN**
13 **COMMISSION APPROVAL OF THOSE CHANGES?**

14 **A.** Yes, I understand that changes to my service territory require prior Commission approval.

15 **Q. IS THE PUBLIC CONVENIENCE AND NECESSITY CURRENTLY BEING**
16 **SERVED IN THAT TERRITORY BY EXISTING AUTHORIZED SERVICERS?**

17 **A.** As part of obtaining the franchise from College Hunks Hauling Junk & Moving and setting
18 up MLCB, we determined that the public convenience and necessity is not currently being
19 served in this territory and that the market would support the entry of another Class E
20 mover of household goods. The Savannah River Site has restarted its Tritium processing
21 mission which is expected to create thousands of new jobs in the area. The Cyber
22 Command at Fort Gordon, Georgia also plans to 620 soldiers per month for the next 5 to 7

1 years. We also talked to realtors in the area who consistently reported that the area is
2 growing and that there is a need for another high quality reputable mover in this area.

3 **Q. HAVE YOU DEVELOPED A PROPOSED RATE SCHEDULE OR TARIFF?**

4 A. Yes, we will be using an hourly rate structure in general. The hourly rate will be based on
5 the number of movers required for the work. Labor, equipment, truck costs, fuel,
6 appropriate taxes, overhead and profit are all included in the rates. The number of movers
7 will be based on the size and complexity of the move. One or two bedroom homes or
8 apartments without stairs will generally require 2 movers and those with stairs will
9 generally require 3 movers. Larger homes and apartments without stairs will generally
10 need 3 movers and those with stairs will likely use 4 movers. We will offer packing
11 materials, packing services as well as wrapping, loading, transportation, unloading and set-
12 up. There will be special rates for large or odd items like gun safes, hot tubs, pianos, large
13 screen TV's and oversized furniture.

14 **Q. HAVE YOU DEVELOPED A PROPOSED BILL OF LADING?**

15 A. Yes, we will be using a Bill of Lading that includes all of the required information
16 regarding origination location, destination, packing, loading, travel and unloading hours,
17 number of movers and special instructions. The Bill of Laden also includes a Shipper's
18 Declaration of Valuation and signature spaces for the Shipper and Mover. We are familiar
19 with Commission and ORS requirements regarding Bills of Lading.

20 **Q. DO YOU INTEND TO PREPARE AND PROVIDE A BILL OF LADING FOR**
21 **EACH AND EVERY MOVE CONDUCTED BY YOUR COMPANY?**

22 A. Yes, I do and understand the need to comply with Commission and ORS regulations
23 regarding Bills of Lading.

1 **Q.** **DOES THIS CONCLUDE YOUR TESTIMONY?**

2 **A.** Yes.

STATE OF SOUTH CAROLINA
BEFORE THE PUBLIC SERVICE COMMISSION

Docket No. 2019-342-T

IN RE: Application of MLCB, Incorporated for a)	
Class E (Household Goods) Certificate of)	CERTIFICATE OF
Public Convenience and Necessity for)	SERVICE
Operation of Motor Vehicle Carrier)	

This is to certify that I have this date served one (1) copy of the *Pre-Filed Testimony* of *Michael McKinney* in the above-referenced matter to the person(s) named below by causing said copy to be electronically mailed, addressed as shown below:

Alexander W. Knowles, Esquire
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Christopher Huber, Esquire
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s/Jeremy C. Hodges
 Jeremy C. Hodges

Columbia, SC
 January 15, 2020